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PROSPECTS OF TRADE EXPANSION

BETWEEN

AFRICA AND LATIN AMERICA

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INTRODUCTION

1. The idea of enhancing interregional co-operation between developing countries of Africa and Latin America is a basic and recurring historical them; first, because of the growing interest in the countries in question in solving some of their common economic problems;secondly because of their realization of the great inherent potential and mutual benefits likely to be derived from greater economic co-operation; and thirdly, because such co-operation opens up possibilities for these countries to lessen their over-all economic dependence on the developed industrialized countries and therefore to look more towards assistance from each other.

2. Efforts aimed at expanding trade between these two regions constitute supplementary means for enhancing mutual economic development because trade offers several mutual benefits to the parties concerned and is inherently capable of breaking autarky. In other words, the consumption of each country or region is likely to be considerably expanded, rather than continue to be restricted to its own range of available products. Furthermore, trade also offers opportunities for increased specialization and division of labour conducive to efficient resource allocation.

3. The Arusha Programme for Collective Self-Reliance and Framework for Negotiations underlines the importance of co-operation among developing countries as a cornerstone of self-reliance. This new strategy reflects, moreover, the importance of initiatives taken by Governments members of the Group of 77 to accelerate the development and transformation of their economies through the process of collective self-reliance based on the intensification of joint efforts, mobilizing their respective resources and markets and building a structure of genuine economic interdependence.

4. On the basis of data in table 1, trade relations between the African and Latin American countries can be set against certain recent world trends. It will be observed from the table that world export trade rose from SUS312,260 million in 1970 to $US1,631,250 million in 1979. Exports of the developed market economies rose

from $US224,180 million in 1970 to $US1,079,041 million in 1979 despite their relative decline as a percentage of world export trade i.e. from 71.3 to 66.1 per cent during the same period. Exports of the developing market economies on the other hand, to the world increased from $US55,170 million in 1970 to $US403,521 million in 1979, representing a share in the world total of 17.7 per cent and 24.7 per cent respectively. A greater proportion of the developing market economies, trade was with the developed market economies to which they exported about 73.5 per cent in 1970 and about 71.1 per cent in 1979. Exports of developing countries' destined for the markets of other developing countries represented about 19.3 per cent of the total in 1970 and about 24.6 per cent in 1979.

5. Similarly, the trade structure of the third world countries continued to show similar trends to those of the past. In other words, they depended on the developed industrial countries for capital and manufactured goods while continuing to be essentially exporters of primary commodities. Thus, any envisaged new strategies in this field are likely to be rather limited if there are no fundamental structural changes. For instance, the dismal failure of the North-South dialogue has dashed whatever hopes there might have been for increased imports of manufactured goods into the developed countries from the developing regions. Similarly, the inward looking and,at times, inflexible attitudes of the developed industrialized countries of Eastern Europe to developing countries' imports do not promise brighter propsects either.

6. ECA resolutions 302(XIII) of 28 February 1977 and 355(XIV) of 27 March 1979, and ECLA resolutions 363(XVII) of 5 May 1977 and 387(XVIII) of 26 April 1979 all stress the importance of promoting economic co-operation among developing countries. Similarly, other resolutions adopted at international fora also seek to strengthen co-operation among developing regions. These recommendations include Recommendation 22 of the Buenos Aires Plan of Action adopted in 1978 by the United Nations Conference on Technical Co-operation among Development Countries (TCDC) which called on the regional commissions to assist Governments of developing countries to initiate a number of specific actions. For instance, joint programmes were to be undertaken by appropriate interregional organizations or at an interregional level by two or more entities belonging to different regions. Consequently, there have

been several consultations between the Executive Secretaries of ECA and ECLA aimed at establishing joint programmes of economic co-operation.

8. The present study falls within the context of the Programme of Action adopted by the Group of 77 during their Mexico City Conference on Economic Co-operation among Developing Countries (ECDC). That meeting stressed, among other things, the need to find ways and means of expanding trade among developing countries as an essential feature of its Programme of Action. Subsequently, the same element was integrated in the Strategy for Collective Self-Reliance adopted at a meeting at Arusha in February 1979 by the Group of 77 in their preparation for the fifth session of UNCTAD. It is worth recalling also that ECA and ECLA have been mandated to carry out most of this work by their respective legislative authorities. Moreover, the ministerial meetings of their member States have also stressed the need for strengthening existing economic and technical co-operation.

9. It is partly against this background that the Economic Commission for Africa and the Economic Commission for Latin America have decided jointly to undertake this study. The study's aim is to examine the level and nature of trade between the two regions and to identify trade involvement by country in terms of both current and prospective commodities traded by origin and destination with a view to determining possibilities for further expansion. An attempt has been made at the same time to review some of the major obstacles to trade expansion and to arrive at proposals for actions which countries could take in both the medium term and the long term in order to facilitate the building of a bridge between the two regions. In other words, an attempt is made to examine certain strategies and mechanisms of trade promotion leading up to projects of an interregional nature which could be implemented under the aegis of the two regional commissions in collaboration with the other agencies of the United Nations system.

II. EXISTING ECONOMIC RELATIONS

1. Present state of economic relations

10. Economic relations between the developing countries of Africa and Latin America, to say the list, are modest, because they are of rather recent origin. The scale as well as the trends of trade among developing regions in the broad context of ECDC by country during the 1970s are partly reflected in the statistical tables attached. There appears to have been a tremendous increase in total exports in either direction on the basis of data given in table 1. Total developing African exports to Latin America rose by nearly 37.6 per cent between 1970 and 1979.

11. Developing Latin America as a region includes the South American subcontinent, the countries of Central America and the Caribbean countries of Cuba, Haiti and the Dominican Republic. Data in table 1 refer to developing Africa's total exports to the total developing Latin American region. However, the observed share of African exports to the Latin American subcontinent amounted to $US37 million out of $US235 million in 1970, about $US207 million out of $US780 million in 1973, about $US534 million out of $US2,227 million in 1975, about $US621 million out of $US3,563 million in 1977 and about $US587 million out of $US3,099 million in 1978. Tables 2 and 6 show further that exports of manufactures or non-primary commodities by the African region, both individually and regionally, to Latin America are almost non-existant. In other words, Africa's main exports consist of primary commodities, the bulk of which is petroleum destined to the refineries in the Caribbean.

12. On the other hand, Latin American countries' exports to developing Africa during the period under review, table 3 showed a fairly large proportion of non-primary commodities. Nevertheless, primary commodity exports of food, beverages and tobacco (SITC 0 + 1) rose from $US56 million in 1970 to $US406 million in 1978 and mineral fuels and related materials (SITC 3) increased from US26 million to $US494 million. Machinery and transport equipment (SITC 7) increased from $US4 million to $US297 million. By 1978, many Latin American countries had made considerable inroads into the African market with their exports of manufactures. The share of

manufactured items exported by Latin America had increased to about a third of total Latin American exports to Africa. Consequently, the Latin American region was slowly beginning to replace the traditional Western suppliers of the African region.

13. On the basis of data in table 1, it would appear as if developing Africa which carried a bigger favourable trade balance than Latin America in the period under review. On the contrary, as shown by data in tables 2, 3, 6 and 7, it was the countries of developing Latin America which were the major beneficiaries of trade during this period. The bulk of developing Africa's exports to Latin America as shown by data in tables 2 and 6 consisted of primary commodities. Mineral fuels and related materials (SITC 3) accounted for 49.4 per cent, 51.9 per cent and 50.1 per cent of total African exports to Latin America in 1974, 1977 and 1978 respectively. Most of the oil exported by the developing African countries went to the big refineries in the Virgin Islands, the Bahamas, the Netherlands Antilles and Brazil.

14. On aggregate, therefore, the main commodities traded between the two regions are oil, manufactures and food. The preponderance of these commodity groups is also seen in the concentration of trade between a few trading partners.

15. Notwithstanding several economic similaries between the countries of the two regions, there are distinct differences. For one thing, developing Africa is a congromeration of newly independent and economically underdeveloped countries in relation to the Latin American region. In 1970, 45 African countries had a total population of approximately 315 million. The per capita gross domestic product (GDP) for 31 non-oil-producing countries of Africa in that year showed a great variation. Out of the 31 countries, four had a per capita of less than $US100, 11 had between $US101 and 200, another 11 fell between $US201 300 with five other countries ranging between $US30 and 400. In marked contrast the per capita GDP of the four oil-producing African countries ranged from $US401 to over $US1,919 for the Libyan Arab Jamahirya.

2. Probable obstacles to trade expansion

16. Interregional trade between developing Africa and Latin America is still relatively low in comparison to that of their trade with their respective traditional trading partners of the industrialized economies. The former is also highly concentrated both in terms of traded commodities and the level of country involvement in either direction. Some of the obstacles which militate against accelerating interregional trade include the lack of trade facilitating infrastructure, the historical entrenchment of traditional trading relations and the lack of information relating to existing and potential trade opportunities in each region.

17. Factors which have hindered, and may continue to hinder, interregional trade are many and complex. A number of those, which lie in the way of expanding or promoting trade exchanges are either nationally, subregionally or interregionally created, intentionally or unintentionally. One category of obstacles arises because of operating with old structures. The second group is basically made up of factors relating to certain inward-looking policies such as prestige and rightout selfishness.

18. Not least of these problems are the difficulties of achieving a measurable degree of restructuring. The trade structures of most countries are predominantly traditional so that non-traditional patterns of trade become a major problem. In addition, there are difficulties created by the lack of proper physical infrastructures, especially when distances are vast and communications networks unreliable. Over and above are the difficulties associated with devising appropriate procedures to facilitate trade agreements both bilaterally and multilaterally. These obstacles are also interlinked with the question of foreign exchange and administrative practice as well as control over a wide range of sectors such as joint industrial production, distribution and utilization of technology.

19. It is worth noting that in trade between countries of the developing Africa or the Latin America and their respective traditional partners in the industrialized market economy countries less importance is attached to some of the factors which

loom high in respect of dealings with the non-traditional partners. For instance, one rarely hears about the question of defending the balance of payments in countries with a deficit. Otherwise, consideration would have been given to making certain sacrifices or initiating changes that would bring the import structure in line with demands of economic growth and development of the countries concerned.

20. The importance of the entrenchment of traditional trading relations can be seen from some of the difficulties encountered by each region in trying to penetrate the respective markets. The Latin American countries are a very important export outlet for the North American countries which in the course of time have established, in close collaboration with certain multinational or transnational corporations, direct trade links with built-in mechanisms aimed at resisting the possible entry of other export sources. Similarly, the African region has been an exclusive dumping place for exports of the industrialized market economies so that non-traditional exporters have to contend with obstacles created by long established brand names and the marketing channels.

21. From the point of view of African economic performance in terms of the region's export potential, Africa's current level of economic growth and development is basically a combination of the region's domestic and externally generated factors. It is highly dependent internally on agriculture and mineral extraction and externally on imported industrial products and linkages with the other sectors of the economy are weak. It is therefore not at all surprising when these factors fail to provide a good sound basis for promoting economic development.

22. The agricultural sector in Africa recovered during 1974 from the setback of the drought in 1973. However, the growth rate achieved in 1974 was not sufficient to bring the 1971-1974 average to the 4 per cent target laid down in the International Development Strategy for the Second United Nations Development Decade mainly because of the severe drought which led to increased imports of agricultural seasonal crops such as maize and small grains. The drought was also responsible for severe

reducing livestocks. Conservative estimates have established that it will take several years to restore normally, let alone the previous production patterns, in this sector. On the other hand, the performance of the region's extractive industries continued to be based on supplying manufacturing and processing industries in the developed world. Discoveries of new ore bodies and other new minerals continued on an increased scale throughout the 1970-1979 period, but the region's list of principal export minerals and their respective destinations showed no significant change as a result of these reported discoveries.

23. Between 1970 and 1977 developing Africa's industrial sector failed to meet the target growth rates of 6 per cent and 8 per cent for GDP and manufacturing output set in the International Development Strategy for the Second Development Decade. The region's manufacturing industry continued to be largely consumer-oriented - tending to concentrate on supplying the construction sector or merely processing local materials for purposes of weight reduction before exporting to markets outside the region. This can in part explain some of the difficulties experienced by developing African countries in mobilizing their export potential in the markets of the other developing countries.

24. Some of the main difficulties of the Africa's economic infrastructure relate to the transport and communications network and commercial banking and finance institutions. In addition, certain support services are required to promote and expand trade. However, a considerable number of African countries, especially the land-locked ones, have made considerable efforts to overcome the transport and communications infrastructure constraints. Some inroads have come about at considerable cost and resources have come mostly from the developed market economies. Only marginally have some of the newly industrializing countries in the Latin American region come forward with any contributions in this field, excluding Brazil's and Argentina's contribution to the African Development Fund. Brazil has also entered into certain construction contracts in such African countries as Algeria, Angola and Mauritania for building railways, roads, airports and hotels.

25. On the basis of data available at the Economic Commission for Africa, it has been shown that in debt service burden for developing Africa went up from 30 per cent to 34 per cent of total aid disbursement between 1967 and 1973. Service payments on public debt for all the developing African countries rose from 6.2 per cent to 7.8 per cent of total exported goods and services between 1970 and 1973. It was therefore to be expected that the picture for the years after 1973 could not have been any better in view of the pressures of world-wide inflation.

26. There is also a well-known lack of shipping fleets capable of effectively competing with the liner conferences not to mention the fact that there is little surplus on African exportable commodities for export to Latin American countries.

27. Obstacles encountered by the countries of the Latin American region on the other hand do not on the face of it seem to be as acute as those of the African region, apart from that of the information gap which is common to both regions. The main problems consist of the existence of an underdeveloped transport and communications system. This derives from the liner conferences which effectively discourage developing countries from expanding their shipping industry. The freight rates imposed by the liner conferences system and the cost of an almost unindirectional flow of trade makes this very prohibitive. Another obstacle in this field arises from lack of cargo shipping services in developing countries and the necessity of routing such cargo through Europe and North America. Rarely is cargo channelled directly between the developing countries themselves.

28. Another common obstacle relates to the settlement of payments and the availability of credit arrangements for each individual transaction. First, there is the continued insistence by the countries of both regions that payments should be made in the main world currencies. One possible way out has been the setting up of multilateral clearing arrangements. While these institutions continue to operate within certain restricted narrow confines at the subregional level, there are as yet no interregional or regional links between such institutions in the Latin American and Caribbean regions on one hand (the Central American Clearing House, the LAFTA payments system, the CARICOM Multilateral Clearing Facility) and on the

other and those in Africa (the West African Clearing House and similar arrangements planned for the countries of the Eastern and Southern African subregion, the Central African subregion and the Economic Community of the Great Lakes countries).

29. Along with the above is the sparcity or lack of linkages between credit arrangements in the third-world countries. There are five credit arrangements in the third world that grant financial support for balance of payments to their member countries. No such mechanism has as yet been established in the developing African region. Experience in Latin America where these institutions exist (the Central American Stabilization Fund since 1969, the Andean Reserve Fund since 1976 and the LAFTA Financial Assistance Agreement) confirms their usefulness in facilitating the flow of goods, services and capital at the subregional level. These institutions have also considerably facilitated the adjustment process of the external sector among countries engaged in economic integration programmes. The absence of such a mechanism at the interregional level under the present circumstances and taking into account existing difficulties in itself constitutes an obstacle to promoting and expanding trade between the two regions.

30. Similarly, certain trade policies and tariff barriers imposed by individual countries are very restrictive. Many are imposed for purposes of protecting infant industries or preserving the markets for traditional suppliers within the broad context of respect for the principal objectives of subregional economic integration schemes. The interdependence between contracting parties in a region resulting from trade agreements is usually very pronounced, if regarded from the aspect of the limitations imposed by treaties. They all aim at encouraging and stabilizing intraregional economic development. While each expresses the desire to remove obstructions to trade between the signatories, at the same time it erects barriers against third parties. It is these barriers which have to be overcome in order to realize the potentials of expanding interregional trade. It goes without saying therefore that proposals for trade expansion would need to consider reciprocal lowering of tariffs and the introduction of trade policies favouring trade between developing Africa and Latin America countries.

31. The question of trying to create a reasonable balance of trade flows in either direction between the two regions, given the current levels of economic development, is yet another problem area. It has already been observed from available statistical data that trade is grossly unbalanced between the two regions. In other words, developing Africa is mainly an exporter of crude oil and very little in the way of manufactured goods to Latin America. Thus, there is a need to find ways and means whereby the more developed countries of Latin America can increase their imports of semi-processed and processed or semi-manufactured and manufactured goods from Africa. After all, it would be very unwise to assume that Africa was preordained to remain only an exporter of primary raw materials.

III. FUTURE TRADE PROSPECTS

32. In the light of the foregoing, it is clear which factors have contributed considerably to the present lack of strong trade exchanges between the developing countries of Africa and Latin America. It is therefore necessary to attempt to exploit any inherent advantages which can be derived from greater co-operation among institutions of developing Africa and Latin America, such as State trading organizations and the proposed generalized system of trade preferences among developing countries (GSTP) etc.

33. Some recent deliberations and conclusions at the various conferences and contacts between the two regions within the context of activities of the Group of 77 reflect a new dynamism in the field of trade and finance and a belief in the strength and wisdom of collective self-reliance as the most effective way to economic salvation.

34. The production and trade patterns in the countries of the two regions constitute an important set of impediments to the expansion of interregional trade. Similarities in the set of minimum needs implying erroneously that the two regions have little to sell to each other can no longer be presumed to be a major constraint in view of these countries' dissatisfaction with the traditional economic system and its failure to solve a myriad of economic problems that face the majority of developing countries.

1. Country-trade structure

35. Interregional trade in terms of country involvement by both volume and frequency of transactions between Africa and Latin America is rather limited. The existing structural disequilibrium is likely to provoke major quantitative disequilibria in the future if policies are not adopted by both regions to check this rather unfavourable situation.

36. Several factors have contributed to this. The most prominent of them include the existence of a minimal physical and institutional infrastructure; the existence of trade structures whose production and trading are less complementary and incapable of profiting from inter-communal trading potential; the legacy of historical connexions which make it very difficult to establish new and non-traditional trading arrangements; and the existence of inward looking political determinants which tend to limit ways of promoting economic development.

37. The structure of interregional country trade during the early period of the 1960s and for most of the 1970s is shown in tables 4 and 5. Twenty-eight out of 50 independent developing African countries or about 56 per cent of the African region are listed as exporting to Latin American between 1965 and 1979. Some four African countries, Nigeria, the Libyan Arab Jamahirya, Angola and Gabon, were the only ones exporting anything substantial to Latin America, the common export being petroleum, which assumed its important export role only after 1972 for the Libyan Arab Jamahirya and Nigeria and after 1973 for Algeria and Gabon.

38. On the other hand, non-oil-producing African countries, which make up over 85 per cent of the region, did not export significantly to Latin America in the period under review. Only to a very limited extent did the few mineral producing countries such as Guinea, Morocco, Tunisia, Zaire, Zambia and the Congo export to Latin America. A few other African countries have exported sizable quantities sporadically. For instance, the United Republic of Tanzania exported $US491 million in 1976 and yet there were almost no exports during both the previous and following

years. Similarly, the Ivory Coast exported about $US61 million in 1979, and yet its previous highest export value in 1977 was only about $US6 million. The same degree of irregularity by volume and periodicity coupled with a persistant decline was observed in case of exports by Zambia, Senegal, Kenya, Ghana and Ethiopia.

39. With regard to country export structure of the Latin American region, table 5 lists 22 countries, which include the Caribbean countries of Barbados, Guyana, Jamaica and Trinidad and Tobago. The region's main exporters to Africa during the period 1960 to 1979 were Brazil, Argentina, Venezuela and Trinidad and Tobago. Ranked by total value in descending order, Latin American exporters to Africa in 1960 were Venezuela, Brazil and Argentina. By 1965, Mexico had moved into first place followed by Venezuela, Brazil, Argentina and Guatemala. Nevertheless, Brazil has kept its export lead into Africa by a considerable margin over its closest rival, Argentina. Meanwhile, especially after 1975, countries such as Mexico, Uruguay, Peru, Colombia, the Dominican Republic and Jamaica had joined others in increasing their exports into the African region.

40. The pattern of trade economic relations between Africa and Latin America has tended to follow certain circuits in the recent past. Thus, the four main African exporters consisting of Nigeria, the Libyan Arab Jamahiriya, Angola and Gabon sell their oil to the Bahamas, the Virgin Islands, the Netherlands Antilles and Brazil. Secondly, Senegal, Mauritania and Morocco have sold their phosphates to Latin America. Thirdly, Brazil exports manufactured and capital goods to Nigeria, Algeria, the Libyan Arab Jamahiriya, Angola and Zaire. Fourthly, Argentina has acquired a major export stronghold in the markets of Algeria, Angola, Tunisia and Nigeria. Fifthly, there has been a concentration by Venezuela in trading with the Ivory Coast and Morocco. A sixth circuit is relatively recent and consists of trade visits in both directions. In point of fact, some newly industrializing Latin American countries like Brazil, Mexico, Argentina and Venezuela are already attempting to exploit to the full their newly acquired production and export capacities. Many of them are doing this in very close collaboration with certain developing African countries against the background of commodity cartels already established or envisaged within the context of the principles of economic co-operation among developing countries (ECDC).

41. A relatively new development in this field, especially during the major part of the 1970s, was the increased tempo in bilateral contacts taken at the initiative of certain private enterprises or at the level of the States in question. Other contacts were a direct result of multinational concerns that wished to capture the African markets from their advantageously placed Latin American bases. Some of these organized commercial and so-called goodwill missions are illustrative of this latest development in the field of ECDC. Thus, certain Brazilian companies have since successfully entered into joint ventures with Nigerian companies for purposes of arrangements which comprise packaging, assembling or manufacturing of light consumer products. Volkswagen has an assembly plant and servicing facilities in Lagos whilst Marco Polo is producing bodies for buses mounted on imported Mercedes Benz chasis and motors.

42. The following is an indicative list of some of the commercial or so-called goodwill missions recently organized on a basically bilateral level but with sufficient scope of multilateralism:

Year	Origin	Destination	Status/Leader of delegation
1972	Brazil	9 African countries	Foreign Minister Mario Gibson Barbosa
1976 (Sept.)	Brazil	Lagos (Nigeria) 10-day Brazilian Industrial Exposition	104 Brazilian exhibitors displayed wares from Brassiers to locomotives
1977	(a) Brazil	Participated in 1st Lagos International Trade Fair (Nigeria)	
	(b) Nigeria	Brazil	Commissioner for External Affairs - Brigadier Joseph Garba
1978	(a) Senegal	Venezuela	President Leopold Senghor
	(b) Africa	Sao Paulo Export Fair	Several African delegations participated in the Fair

Year	Origin	Destination	Status/Leader of delegation
1979	(a) Nigeria	Brazil	Vice President Brigadier Shehu Yar Adua
	(b) Chile	Several African countries	In search of export markets for Chilean products
1980	(a) Guinea	Brazil	President Sekou Toure
	(b) Guinea-Bissau	Brazil	President Luis Cabral
	(c) Argentina	Several African countries including Egypt	Argentine businessmen in search of export markets
	(d) African countries Mali, Guinea-Bissau, Nigeria, Senegal and Zambia	Several Latin American countries	To explore trade possibilities for both export and imports.

2. Commodity - trade structure

43. There is a glaring disparity between Africa and Latin America in their interregional trade at the commodity level, both country-wise and regionally. The bulk of Africa's exports, as pointed out earlier and also as given in table 2, consists essentially of oil (SITC 3). Those of the Latin American countries contain a very high proportion of non-primary commodities and highly processed agriculture products. In other words, trade is grossly unbalanced with Africa exporting very little in the way of manufactured goods to Latin America. On the other hand, the Latin American countries exported a much wider range of commodities as indicated in tables 3 and 6.

44. The newly industrializing Latin American countries such as Brazil, Argentina, Venezuela and Trinidad and Tobago export a variety of processed and manufactured products to Africa. In addition, some subsidiaries of certain multinationals or

transnational corporations in Brazil such as Swelen's Saab-Scania,have sold trucks to Angola and Mozambique, America's Tenneco Inc., through its subsidiary J.I. Case do Brazil, delivered excavation equipment worth about $US2.5 million to developing Africa in 1976, Volkswagen do Brazil's sold over $US35 million worth of its products to Nigeria and Ethiopia in 1976 and General Motors do Brazil in 1975 and 1976 sold over $US1.7 million worth of off-the-road equipment to Mauritania and Gabon respectively.

45. During this period also Argentina increased its sales to developing Africa of several processed agricultural and livestock products. Like Brazil, it was able to facilitate its export growth because the Government had (a) eliminated export duties, (b) undertaken the financing and pre-financing of exports, (c) allowed temporary imports of needed export inputs and (d) provided incentives for products manufactured for export. These measures were not specifically directed at the African market but they gave Argentina an edge in exporting to Africa as well. For instance, the temporary importation requirement established the free importation of products to be used in the manufacturing of export goods and was effectively utilized by several Argentinean industries before it was eventually modified in June 1980.

46. Argentine meat has been flown to Gabon on special Air Gabon cargo flights. In return Argentina has purchased oil, wood, manganise and cocoa from Gabon. In addition, Gabon and Argentina have entered into several trade agreements intended to enable Argentina increase its purchase of such Gabonese products as marble, tar, gas and iron ore. Argentina, like Brazil, has also begun to export substantial military ware, including military aircrafts, to several African countries.

47. The other major Latin American exporters to developing Africa during the period under review were Chile, Venezuela and Trindad and Tobago. Their commodity composition probably contained a high percentage of refined oil products.

48. This new development emanates in part from a sense of awareness among the relevant countries of the need to eliminate some of the impediments to their interregional trade. For instance, a number of these economic co-operation

activities either took as their point of departure already established institutional machineries or were merely intended to exploit newly discovered prospects. Most of them have benefited from the solidarity of the Group of 77 and memberships in certain commodity cartels. For example, the Organization of Petroleum Exporting Countries (OPEC) and the Council of Copper Exporting Countries (CIPEC) both have a fair number of African and Latin American oil and copper exporting members. An additional factor could have been the renewed attempts by the Latin American countries to strengthen and co-ordinate with their African counterparts the pricing of such commodities as coffee and cocoa.

49. The case of Nigeria-Brazil relationship offers a concrete example of some of the probable prospects for and the impact of expanding trade on the basis of the economies of the two countries as a deliberate policy directed at the conquest of each other's non-traditional markets.

50. African exports to Latin America need to be diversified by country and by product composition. Consequently, due consideration should be given to countries which produce goods which complement Latin America's internal supply, such as intermediate manufactured goods and specific African fruits and vegetables which become available during the Latin American winter, etc. Some of the steps briefly analysed above should be intensified in order to develop the export capacity of Africa in manufactured goods, without which balanced trade between the two regions is inconceivable.

IV. STRATEGIES AND MECHANISMS OF TRADE EXPANSION

51. The question of appropriate strategies and mechanisms for expanding trade between the two regions must take as a point of departure some of the inhibiting elements referred to above. It must also take account of some of the inroads already made. In this connexion, it is important to reiterate under certain significant economic differences between the two regions, which must be viewed in the light of the so-called concept of "gains from trade". The idea of gains

and losses which are likely to arise from trade expansion is quite old and quite well established in economic theory. In its simplified form, trade is supposed to bestow several mutual benefits on its participants by allowing for optimisation of the inherent country or regional potentials and comparative advantages towards profitable production. Similarly, foreign demand is supposed to benefit and create large-scale advantages which in themselves decrease costs of production while expanding the gross domestic product, the gross national income and ultimately over-all welfare.

52. However, some of the measures to be briefly analysed in terms of transport and communications infrastructure, institutional arrangements, trade policies, financial arrangements and training can be implemented only in the long term, this does not negate the need to initiate steps in these areas at an early stage in both the immediate and the medium term.

The over-all structure

53. Up to this point, the analysis reinforces the idea of trade creation rather than trade diversion. It is shown that both regions have much to gain from increased trade exchanges. The developing Latin American countries, however, have the latent capacity to benefit more than their African counterparts, of their relatively more advanced economic infrastructure. Consequently, one of the objectives of co-operation should be to assist the less developed African countries to develop the necessary production and marketing patterns within a foreseeable period.

54. Attention has also to be drawn to certain institutional differences between African and Latin American economies, for instance, the role played by the State and the private sector in the respective regions in promoting trade. It is evident that the official institutions are less powerful than the private sector. The private sector, for the purposes of this analysis, includes associations of businessmen and industrialists as well as individuals or their respective

enterprises. Over the years, many Latin American businesses have acquired an aggressive marketing ability which most African businessmen would find hard to match, especially for products produced by both regions.

55. Needless to say, there is a need for establishing certain focal points for trade promotion. These focal points should be based on, or determined by the products identified for trade. Similarly, some of the contacts established at country level between the two regions, through such common associations as CIPEC or through diplomatic and trade missions could provide a channel for exploiting further the advantages that exist in the respective regions. It is however important that trade between the two regions should not be confined to traditional products, but this is a subject which may require separate studies.

Infrastructure

56. One of the major stumbling blocks to promotion and expansion of interregional trade is the lack of well developed transport and communications systems as has been pointed out in respect of shipping and air services between the two regions. Such systems tend to be confined to a few major trading partners; in other words, Brazil and Argentina with Nigeria. They are also characteristically undirectional i.e. from Latin America to Africa. This pattern also contributes to the excessive transport costs because there appears to be no return African cargo from Africa to Latin America. An additional adverse element in this field is the inadequacy of port facilities, the high cost of port operations and the control of the application of freight booking laws. There is therefore a need for ensuring an internationally competitive shipping business in each country. The same is true of air transport and communications.

57. It therefore seems that a vicious circle exists in that shipping and air communication services cannot expand well because the flow of trade is small. The example cited of air freighting Argenine meat to Gabon by special air cargo services is of a much limited nature and so are the activities of the Brazilian shipping lines to Nigeria and other West African coastal countries.

53. It is necessary, under the circumstances, that measures should be designed for trade expansion which embrace joint ventures, bilateral and multilateral trade agreements also the establishment of supportive institutional arrangements. In particular, provision should be made to establish joint transport systems using national carriers from both continents for trade. However, provision should also be made to enable many of the African land-locked countries to own reasonable equity shareholding in a number of these shipping lines especially the ones likely to carry their cargo in either direction. By the same token, it might be somewhat premature to consider at this rather early stage the aggregation of marine cargoes.

59. There is a lot that needs to be done in the area of developing telecommunications services. Most countries of the two regions still rely heavily on the use of major European and North American channels for communication. What is required in the early stages therefore is for the countries to set up focal points in the two regions to start a direct flow of communications.

Institutional arrangements

60. There are several common institutional aspects required to support the promotion of interregional trade. They include establishing trade information exchange machineries, drawing up and monitoring the implementation of industrial complementarity agreements and initiating industrial co-operation which includes technology transfer, joint ventures and capital goods industries.

61. The present limited flow of trade information in terms of both existing and potential export and import capacity of the countries of each region should be reinforced through increased national publications. These could be made available through existing Chambers of Commerce and economic groupings. Within the African region, such channels ought to include the five Multinational Programming and Operational Centres (MULPOCs), the Association of African Trade Promotion Organizations (AATPO) and the Africa Trade Centre (ATC) within the United Nations Economic Commission for Africa (ECA). As a complementary step, trade and goodwill missions

by African and Latin American businessmen aimed at gathering data on products, quality and standardization and consumer taste should be continued and greater use made of commercial attaches in the embassies of the respective countries.

62. Possibilities of drawing up complementarity industrial agreements should be explored vigorously both bilaterally and multilaterally between pairs of countries, which should aim at establishing medium-term supply arrangements as part and parcel of joint ventures. With some of the Latin American countries having reached a fairly advanced stage of industrial development, there should be wide scope for complementarity with African countries. Similarly, trade between the two regions should of necessity be based on industrial co-operation through joint ventures and the transfer of technology so as to enable some of the African countries to expand their industrial base.

63. While the Latin American countries are currently in a position to export capital goods to Africa, it may not be possible for the African countries to continue the flow of imports if the trade is not accompanied by the transfer of technology, to enable the importing African countries to maintain their capital goods through local manufacture of certain components. Hence, mention should be made of the merits of technical assistance ventures such as the one offered by Brazil in assisting Nigeria's livestock sector to evaluate its breeding methods and meat freezing and packing facilities.

64. Otherwise the flow of trade cannot be sustained or expanded if one of the two regions is basically to remain an exporter of primary raw materials consisting only of agricultural and mineral products.

Trade policy

65. Many of the strategies and mechanisms considered above derive in part from trade policies which the respective countries choose. For example, the Brazilian administration under Jan Quadros in 1962 initiated its Brazilian-African policy. This policy can be said to have reached its height in terms of Brazil's exports

to Africa with the mounting of a 10-day industrial exposition in Lagos in September 1976. Thereafter, Brazil has mounted similar trade and industrial fairs in Mozambique, Angola and Zaire apart from participating at several other African trade fairs.

66. Argentine's activities in this field may not have been specifically designed with the African markets in mind. However, Argentina has not lost the opportunity of dealing with a number of African countries. Hence, significance should be attached to the inaugural speech of the Argentine Minister of Economy, Jose Martinez de Hoz, on 2 April 1976 in which he emphasised his country's determination to promote its exportable products and the diversification of trade by opening up new markets as a basic priority of the foreign trade Action Plan.

67. Sometimes Africans have sold products to Latin America which are already produced within Latin America. Many reasons could be advanced to explain this phenomenon, among them being the result of certain trade agreements concluded with a view to encouraging bilateral trade. In particular, exports of Latin American manufactures are bartered against African raw material exports as a result of better price offers or suitability to African conditions in case of certain Latin American manufactures. Alternatively, the purchases of certain African products are made as a part of a larger future marketing strategy by the Latin Americans.

68. Trade policies and tariff barriers imposed by individual countries are rather restrictive to trade expansion within the context of ECDC. Many of these restrictions are a result of each country's desire to protect infant industries or preserve the market for traditional suppliers. It therefore goes without saying that proposals for trade expansion will need to consider reciprocal lowering of tariffs and changes in trade policies to favour trade among developing regions, whereby it should be possible to negotiate preferential trading agreements between pairs of countries. A beginning could be made with an attempt to lower certain tariff barriers for most-favoured-nation purposes. It is also possible to explore the possibility of

putting to use certain provisions of the Lome Convention by some of its signatories. Similarly, pairs of countries could establish medium-and long-term supply arrangements linked to some of the joint industrial ventures referred to above.

69. In the same vein also, it should be possible to make greater use of contacts between State trading organizations of the two regions which have already exhibited a strong possibility for trade expansion. These institutions not only are designed for government procurement but also perform an important distribution function at the national level. It should therefore be possible through them to set up medium- and long-term purchase agreements.

Financial and monetary arrangements

70. There is very little in the way of multilateral credit and/or clearing arrangements among developing countries at the interregional level as opposed to the subregional level where there is some use made of national currencies. Otherwise most interregional trade is carried out on the basis of payments in the world's main currencies. Specific currency zones in the two continents consist of the United States dollar in case of the Latin American region and the pound sterling, the French franc and the Portuguese escuodo in Africa.

71. The formation of multilateral clearing arrangements cutting across the Atlantic Ocean would be conducive to simplifying and facilitating foreign trade transactions. In the main, they should make it possible to (a) increase the utilization of member currencies; (b) optimize and economize the foreign exchange reserves of each member State; (c) foster a more economical use of central bank resources; (d) provide short-term credit in reasonable amounts for immediate clearing purposes; and (e) enhance co-operation and consultations among members' common monetary and commercial issues.

72. To make a beginning in this field, advantage ought to be taken of certain existing subregional arrangements. For instance, the West African Clearing House (WACH) could be linked with the Central American Clearing House (CACH) or their respective members either bilaterally or multilaterally. In other words, the arrangements could begin on a bilateral basis between these two institutions or between any pair of countries of the two regions which are members of either institution.

Development of human resources

73. The cornestone of economic co-operation among developing countries is the recognition of both their disparities and the complementarity of mutual assistance in the context of collective self-reliance. It ought therefore to be recognized that African involvement in any activities of economic co-operation with other developing regions is a basic component of efforts to establish the New International Economic Order. However, study after study so far undertaken by ECA has revealed that it is developing Africa which requires greater assistance in order to participate effectively in all aspects of economic co-operation with other developing countries.

74. Africa's inability effectively to participate or to exploit fully its regional potential is not so much a lack of a will to do so but the constraint imposed by the lack of or inadequacy of trained personnel. The central theme enunciated in the Arusha Programme stresses self-reliance in development and presupposes the existence of fully trained indigenous technical and managerial skills. This is perhaps one area where Latin America could make a significant contribution to assisting the African region to optimize its trade potential to the mutual advantage of both regions.

75. Looked at from this angle, therefore, it is necessary that manpower training should be integrated in a number of the trade aspects analysed above. Technical assistance to developing African countries by the developing Latin American countries which are relatively more technologically advanced than their African counterparts, especially in respect of joint industrial co-operation ventures, would accelerate progress towards self-reliance in the spirit of mutual endeavour and equal partnership.

Table 1 World trade of selected regions by groupings and destination

Millions of United States Dollars (f.o.b.)

Export-origin	Year	Destination				
		World	Developed market economies	Developing market economies	Developing Africa	Developing Latin America
World	1970	312,260	2,200,950	58,050	11,880	18,420
	1972	415,280	296,250	75,100	14,740	23,680
	1974	835,490	587,330	171,950	31,580	55,700
	1976	989,432	666,452	219,778	42,634	62,478
	1977	1,122,901	749,523	259,049	52,497	70,289
	1978	1,297,274	863,540	303,470	57,507	76,599
	1979	1,631,250	1,116,398	362,806	62,795	97,039
Developed market economies	1970	224,180	172,460	41,910	9,130	15,930
	1972	297,670	230,570	53,470	11,700	17,210
	1974	542,230	398,460	118,730	24,470	35,280
	1976	642,101	458,025	147,201	34,179	36,931
	1977	727,709	516,091	172,953	42,325	41,508
	1978	871,987	617,667	207,219	46,215	48,570
	1979	1,079,041	785,114	236,110	49,088	59,952
Developing market economies	1970	55,170	40,740	10,950	1,570	3,480
	1972	74,990	55,960	15,520	1,710	5,300
	1974	222,130	166,310	46,600	4,740	18,460
	1976	255,282	181,755	58,400	5,985	22,565
	1977	288,447	203,734	68,676	7,073	25,284
	1978	300,802	212,501	75,342	7,448	23,833
	1979	405,521	286,934	99,248	8,678	32,591
Developing Africa	1970	12,310	10,100	1,240	650	255
	1972	14,680	11,720	1,710	710	510
	1974	38,390	31,820	4,640	1,470	2,300
	1976	41,356	33,482	5,561	1,712	2,900
	1977	47,762	39,045	6,590	2,046	3,565
	1978	44,057	36,182	5,932	1,857	3,099
	1979	63,178	53,415	7,866	2,365	4,212
Developing Latin America	1970	17,090	12,680	3,230	115	2,860
	1972	20,630	15,170	4,280	150	3,830
	1974	48,680	34,140	11,160	780	9,540
	1976	53,674	36,650	12,287	1,013	10,393
	1977	60,902	40,141	15,122	1,396	12,255
	1978	64,856	42,805	15,765	1,419	12,589
	1979	83,168	55,862	20,746	1,595	16,884

Source: United Nations Monthly Bulletin of Statistics, Vol. XXXII, No.6, June 1978 and vol. XXXIV, No.7, July 1980.

Table 2: Africa's Trade with Latin America: by SITC Section

(Exports)

Millions of United States dollars (f.o.b.)

DEVELOPING AFRICA EXPORTS TO	1970		1971		1972		1973		1974		1975		1976		1977		1978		1979	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
(a) World (SITC 0-9)	12,310	100.0	13,680	100.0	14,680	100.0	20,630	100.0	38,390	100.0	33,936	100.0	41,839	100.0	47,762	100.0	44,057	100.0	63,178	100.0
(b) Developing regions (SITC 0-9) % (b) of (a)	1,240	10.1	1,540	11.1	1,710	11.6	2,330	11.2	4,640	12.1	4,846	14.3	5,581	13.4	6,509	13.6	5,932	13.5	7,866	12.4
(c) Latin America (SITC 0-9) of which: % (c) of (b)	235	18.9	420	27.3	510	29.8	770	33.0	2,300	49.6	2,238	46.0	2,900	52.2	3,563	54.8	3,099	52.2	4,213	53.6
1. Food, beverages and tobacco (SITC 0 + 1)	10	0.8	8	0.6	2	0.1	21	0.9	12	0.3	34	0.7	21	0.4	14	0.2	17	0.3	-	-
2. Crude materials excluding fuels; and oils and fats (SITC 2 + 4)	10	0.8	9	0.6	23	1.3	14	0.9	99	2.1	61	1.3	73	1.3	77	1.3	67	1.1	-	-
3. Mineral fuels and related materials (SITC 3)	200	16.1	365	23.7	444	26.0	644	27.5	1,719	37.0	2,086	43.0	2,745	49.4	3,428	51.8	2,973	50.1	-	-
4. Chemicals (SITC 5)	1	-	3	-	10	0.6	11	0.5	27	0.6	9	0.1	13	0.3	12	0.2	15	0.3	-	-
5. Machinery and transport equipment (SITC 7)	1	-	3	-	5	0.3	4	0.2	1	0.2	-	-	-	-	-	-	-	-	-	-
6. Other manufactured goods (SITC 6 + 8)	14	1.1	32	2.1	55	3.2	123	5.3	64	1.4	47	1.0	52	0.9	31	0.5	27	-	-	-

Note: Excluding exports of Southern Rhodesia.

Source: United Nations Monthly Bulletin of Statistics, vol. XXXII, No.6, June 1978 and [illegible] No.7, July 1979.

Developing Africa Imports from	1970		1971		1972		1973		1974		1975		1976		1977		1978		1979	
	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%	VALUE	%
(a) World (SITC 0-9)	11,665	100.0	13,366	100.0	14,740	100.0	20,200	100.0	31,580	100.0	37,650	100.0	42,832	100.0	52,697	100.0	57,507	100.0	62,793	100.0
(b) Developing regions (SITC 0-9) % (b) of (a)	1,570	13.5	1,680	12.6	1,750	11.9	2,150	10.6	4,750	15.0	6,300	16.8	7,000	16.3	7,371	13.9	7,448	13.0	8,668	13.9
(c) Latin America (SITC 0-9) % (c) of (a)	110	7.0	115	7.2	130	7.4	320	14.9	780	16.5	1,012	16.9	1,011	14.8	1,390	19.7	1,419	19.1	1,593	18.4
of which:																				
1. Food, beverages and tobacco (SITC 0 + 1)	56	3.6	75	4.7	91	5.3	241	8.9	554	11.7	548	8.1	550	8.0	611	9.7	596	9.4	–	–
2. Crude materials excluding fuels and oils and fats (SITC 2 + 4)	5	0.3	4	–	21	1.0	77	0.7	72	1.5	73	1.2	61	1.0	87	0.9	88	1.2	–	–
3. Mineral fuels and related materials (SITC 3)	28	1.7	31	1.7	42	1.9	43	1.0	91	2.0	206	3.3	241	4.0	133	0.1	494	6.6	–	–
4. Chemicals (SITC 5)	3		3		3		9	–	19	0.4	5	0.1	3	0.1	19	0.3	11	0.2	–	–
5. Machinery and transport equipment (SITC 7)	14		7	–	3		38	1.1	51	0.9	99	1.6	119	1.9	105	2.1	207	3.0	–	–
6. Other manufactured goods (SITC 6 + 8)	15	1.1	5	–	5		15	0.6	28	0.6	90	0.5	53	0.8	70	1.0	115	1.6	–	–

Note: Excluding the imports of Southern Rhodesia.

Source: United Nations, Monthly Bulletin of Statistics, Vol. XXXII, No. 6, June 1978 and Vol. XXXIV, No. 7, July 1980.

Table 4: Exports of selected African countries to Latin America[1/]
(Millons of dollars f.o.b. at current prices)

	1965	1970	1973	1974	1975	1976	1977	1978	1979
Algeria	1	30	11	170	97	89	27	88	74
Angola		2	7		33	123	507	820	880
Cameroon				1					1
Central African Rep.									
Chad									
Congo			1	4	11	2	15	7	80
Ethiopia			1	1	1				
Gabon		19	5	129	54	141	346	457	599
Ghana		1	5	3	8	6	4	5	3
Guinea				4	7	8	14	14	13
Ivory Coast			1	2	3	4	6	3	61
Kenya			6	1	8	9	1	1	1
Liberia		1	1	2	2	1	4	5	11
Libyan Arab Jamahirya		36	229	767	621	270	379	777	1 290
Madagascar							7		1
Mali									
Morocco	1	2	14	75	35	56	56	51	45
Mozambique			1		8	3			
Nigeria	13	78	381	1 106	1 100	2 436	2 546	1 399	1 545
Senegal				3		1			
Somalia									
Sudan					1				
Togo									1
Tunisia	3	2	6	65	3		16	59	31
United Republic of Tanzania				1		491			
Upper Volta									
Zaire				4	43	41	72	26	58
Zambia		10	58	56	18				3
TOTAL AFRICA	18	181	728	2 394	2 053	3 681	4 000	3 712	4 697

Source: IMF, Direction of Trade Statistics, several years.

1/ Latin America includes the entire Caribbean region.

Table 5 : Exports of Latin American countries to Developing Africa 1/

(Millions of U.S. dollars f.o.b., at current prices)

	1960	1965	1970	1973	1974	1975	1976	1977	1978	1979
Argentina	4	10	15	77	234	161	12	211	131	189
Bolivia	-	-	-	-	-	-	-	-	-	-
Brazil	5	13	42	152	702	363	750	538	598	652
Colombia	-	-	-	2	5	3	5	3	5	12
Chile	3	-	-	6	46	13	2	2	-	-
Ecuador	-	-	1	1	-	2	2	1	2	-
México	1	34	1	2	7	-	5	2	21	8
Paraguay	-	-	-	1	2	1	1	2	-	-
Perú	-	-	5	7	6	4	3	17	4	15
Uruguay	-	-	-	-	-	2	10	9	6	5
Venezuela	9	6	14	-	1	2	4	37	3	15
Total CAFTA	21	63	78	254	324	591	794	822	773	897
Costa Rica				2	2	1	1	1		
El Salvador				2	5	3	3	-	-	-
Guatemala		2		1	2	4	3	1	-	-
Honduras								-	1	1
Nicaragua					2	4	3	4	-	
Total CACM	2	2	3	6	11	12	10	6	1	1
Panamá					1	1	1	-	-	-
Dominican Republic	1	-	-	3	10	22	15	21	3	9
Total 18 countries										
Barbados					1			-	-	-
Guyana					25	11	31	-	-	-
Jamaica			1	3	12	16	-	10	14	21
Trinidad and Tobago	2	3	2	-	8	13	34	17	7	14
Total Caribbean	3	3	3	3	46	40	65	27	21	35
Total 23 countries	27	68	84	263	382	643	869	855	795	933

Source: IMF, Direction of Trade Statistics, several years.

1/ Excluding South Africa.

Table 6. Selected list of developing African exports to selected Latin American countries

In thousands of United States dollars

Commodities	Argentina[1]			Brazil[2]				Chile[3]			Mexico[4]			Venezuela[5]			
	1976	1977	1978	1970	1973	1975	1977	1970	1973	1975	1970	1972	1974	1970	1972	1974	1976
Total trade (world)	1 458 566	1 900 262	1 453 753	1 029 114	4 459 373	2 864 660	5 770 011	14 202 558	13 256 355	930 085	965 175	1 310 111	2 166 727	2 915 000	6 057 357	6 032 724	5 610 119	2 139 285	1 739 330	6 019 100	23 854
Total developing Africa	3 073	11 405	400 239	102 762	43 550	91 335	803 656	999 564	177 577	2 131	10	9 758	231	3 023	29 652	22 284	1 959	1 286	9 991	23 854	
of which:																					
1. Food and live animals	29	830		–	–	–	151	1 452	12 766	–	–	–	–	–	–	13 529	922	289	7 809	198	
(a) Meat and preparations (01)				–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	
(b) Fish and preparations (03)				–	–	–	–	–	126	–	–	–	–	–	–	–	227	–	537	–	
(c) Fruit and vegetables (05)				–	–	–	109	1 157	12 640	–	–	–	–	–	–	–	–	–	168	–	
(d) Coffee (071)				–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	
(e) Cocoa (072)				–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	
2. Beverages and tobacco (1)				–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	
(a) Alcoholic beverages (112)				1 987	2 407	1 079	1 536	18 522	46 660	–	–	–	–	3 023	15 677	1 632	1 259	2 824	1 761	12 660	
(b) Tobacco unmanufactured (121)				–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	12	–	
3. Crude materials excluding fuels (2)	3 044	10 575	399	1 436	360	45 720	47 192	–	–	–	–	–	–	–	23 975	1 728	–	–	–	–	
(a) Oil seeds (221.8)				98 170	14 193	75 758	91 611	501 773	103 924	1 149	–	–	–	–	1 923	1 149	–	–	–	–	
(b) Phosphatic fertilizers (1471)				98 170	14 193	75 758	91 611	498 626	97 317	1 149	–	–	–	–	1 923	–	–	–	–	–	
4. Mineral fuels and related materials (3)	333	1	399	1	–	1	234	270	–	–	–	–	–	–	–	–	–	–	913	–	
(a) Crude petroleum (331)	333	1	399	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	9 798	
5. Animal and vegetable oils and fats (4)				–	–	34	1 377	11 611	47 167	–	–	–	–	–	–	49	1	–	–	638	
				1 461	74	11 311	39 395	141 113	6 830	–	–	–	–	–	1	750	–	1	–	–	
6. Chemicals (5)	91	91	91	–	–	70	–	80	–	–	–	–	–	–	751	–	–	–	–	–	
7. Manufactured goods (6)	1 411	9 779		1 461	74	11 053	39 790	111 190	6 344	–	–	–	–	–	–	–	–	–	–	–	
(a) Iron and steel (672)	141			–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	
(b) Non-ferrous metals	1 137																				
8. Miscellaneous manufactured articles																					

Notes: 1/ Argentina: Special imports (c.i.f.), by country of origin.
2/ Brazil: Special imports (c.i.f.), by country of purchase.
3/ Chile: Special imports (c.i.f.), by country of area of purchase.
4/ Mexico: General imports (c.i.f.), by country of last consignment.
5/ Venezuela: General imports (f.o.b.), by country of area of last